

Message Text

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PAGE 01 TAIPEI 01403 080153Z
ACTION EA-12

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FOR: BED/OIM/EA - MURRAY

E.O. 11652: N/A
TAGS: BEXP, TW
SUBJECT: FLUID POWER EQUIPMENT EXHIBITION, AUGUST 1978

REF: USDOC 03810

1. REFTEL ITEM 2: HENRY WUN OF PANDAK HAS TENTATIVELY AGREED SIGN TWO PAS, ONE OTM AND ONE NTM, TO EXHIBIT PRODUCTS FROM THE FOLLOWING EIGHT COMPANIES: STONE HYDRAULIC INDUSTRIES: SCHROEDER BROS. CORP. ROSS GEAR: DOUBLE A PRODUCTS CO.: DELTROL CORP.; MOOG INC. CONTROLS DIV., EAST AURORA, NY; SANP TITE, INC., UNION CITY, PA; AND GOULD INC. (WATERMAN CO.) FLUID COMPONENTS DIV., CHICAGO, IL. WUN ALSO CONSIDERING EXHIBITING PRODUCTS FROM HYDRECO, SAMUEL MOORE AND CO., AND CROSS MANUFACTURING INC., BUT WILL COMMUNICATE WITH PARENT COMPANIES TO DECIDE PARTICIPATION. IN REGARD TO FLUID CONTROLS INC., WUN RELUCTANT TO CONSIDER REPRESENTING ITS PRODUCTS DUE TO FIRM'S "CRUEL AND UNREASONABLE" TERMS FOR AGENCY AGREEMENT. PANDAK HAS LOCAL STOCK FOR ALL DISPLAY ITEMS.

2. REFTEL ITEM 3; TTC CONTACTED MR. HSU, IMPORT MANAGER, JACK LOUIS INTERNATIONAL CO., AND WAS TOLD THEY
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VERY INTERESTED IN PARTICIPATING, BUT WOULD COMMUNICATE WITH EATON CORP. AND CONTINENTAL MACHINES INC. TO DECIDE SHARING OF FEES.

3. REFTEL ITEM 4: FORTUNE DEVELOPMENT CORP. INFORMED TC THAT MIDWEST INSTRUMENTS PRODUCTS HAVE SMALL

MARKET IN TAIWAN, HOWEVER, THEY WILL COMMUNICATE
WITH OTHER AMERICAN FIRMS THEY REPRESENT IN
CONSIDERING POSSIBILITY OF SHARING FEE FOR ONE PA.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
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Disposition Action: n/a
Disposition Approved on Date:
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Disposition Date: 01 jan 1960
Disposition Event:
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